



Invoice No.: IND-1016-0002

Sold To:  
Indiana State Department of Health  
ATTN: Finance /Purchasing, 2C  
2 N. Meridan Street  
Indianapolis, IN 46204

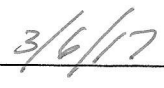
Invoice Date: 3/6/2017  
Order Number 0017544779  
Fund: 61910/571513 / 305000

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Description of Services  
Personal Services

Federal ID: 23-2868660  
Contract Period: 10/1/2016 - 9/30/2017  
Contract Amount: \$2,250,000.00  
Contract Number: 17466  
Date of Services: 11/1/2016 - 11/30/2016  
Payment requested for: Real Alternatives, Inc.  
Description of Services and Total Paid: \$169,466.54  
See attached detailed charges required  
by ISDH program  
Project Code: N/A  
Activity Code: N/A

  
Vendor's signature

  
Date



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EXCELLENCE**

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Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112  
717-541-1112 (V) 717-541-9713 (F)

[www.RealAlternatives.org](http://www.RealAlternatives.org) \* [www.LoveFacts.org](http://www.LoveFacts.org) \* [www.ConcernedParents.com](http://www.ConcernedParents.com)

Attachment B: Budget  
 Real Alternatives, Inc. A70-5-041137  
 Indiana Pregnancy & Support Services Program  
 October 1, 2016 - September 30, 2017

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses Nov-16	Actual Expenses YTD thru Nov 2016	Remaining Cost Dec-2016 to Sep-2017
Administrative	Salary	President & CEO	\$55,000.00	3,165.95	5,624.88	\$49,375.12
Administrative	Salary	VP of Administration	\$20,000.00	2,140.50	2,407.86	\$17,592.14
Administrative	Salary	Assistant Director of Finance	\$0.00	-	-	\$0.00
Administrative	Salary	Senior Accountant	\$6,000.00	769.70	845.06	\$5,154.94
Administrative	Salary	Junior Accountant	\$0.00	-	-	\$0.00
Administrative	Salary	Bookkeeper	\$2,000.00	93.06	102.85	\$1,897.15
Services	Salary	VP of Operations	\$40,000.00	1,881.00	3,391.01	\$36,608.99
Services	Salary	Indiana Services Director	\$40,000.00	-	-	\$40,000.00
Services	Salary	Services Coordinator	\$10,000.00	340.66	736.10	\$9,263.90
Services	Salary	Services Assistance	\$7,500.00	551.83	1,059.55	\$6,440.45
Services	Salary	Billing Coordinator	\$5,000.00	224.64	252.72	\$4,747.28
Services	Salary	Service Provider Approval	\$2,000.00	42.12	42.12	\$1,957.88
Services	Salary	Service Provider Monitoring	\$3,000.00	-	48.78	\$2,951.22
Services	Salary	Hotline Counselor	\$2,000.00	137.74	172.17	\$1,827.83
Subtotal			\$192,500.00	\$9,347.20	\$14,683.10	\$177,816.90
Administrative	Fringe	Unused Sick	\$0.00	-	-	\$0.00
Services	Fringe	Unused Sick	\$0.00	-	-	\$0.00
Administrative	Fringe	Payroll Taxes	\$5,000.00	256.77	304.36	\$4,695.64
Services	Fringe	Payroll Taxes	\$9,000.00	123.40	215.49	\$8,784.51
Administrative	Fringe	Workers' Comp	\$500.00	25.68	43.15	\$456.85
Services	Fringe	Workers' Comp	\$500.00	21.02	35.31	\$464.69
Administrative	Fringe	Pension	\$2,500.00	174.40	224.06	\$2,275.94
Services	Fringe	Pension	\$2,000.00	75.93	131.33	\$1,868.67
Administrative	Fringe	Employee Group Ins	\$14,000.00	803.75	1,661.99	\$12,338.01
Services	Fringe	Employee Group Ins	\$10,000.00	146.83	637.44	\$9,362.56
Subtotal			\$43,500.00	\$1,627.78	\$3,253.13	\$40,246.87
Administrative	Travel	Travel/Lodging	\$500.00	-	-	\$500.00
Services	Travel	Travel	\$10,000.00	216.65	312.55	\$9,687.45
Subtotal			\$10,500.00	\$216.65	\$312.55	\$10,187.45
Administrative	Supplies	Office Expense	\$31,000.00	264.27	594.55	\$30,405.45
Administrative	Supplies	Computer Resources/Upgrades	\$15,000.00	-	-	\$15,000.00
Services	Supplies	Client Education Materials	\$11,150.00	-	6.00	\$11,154.00
Services	Supplies	Pregnancy Test Kits	\$5,000.00	438.00	730.30	\$4,269.70
Subtotal			\$62,150.00	\$700.27	\$1,330.85	\$60,829.15
Administrative	Contracts	Accounting/IT/Legal consulting	\$10,000.00	143.50	287.00	\$9,713.00
Administrative	Contracts	Auditing	\$4,000.00	323.05	542.79	\$3,457.21
Administrative	Contracts	Copier Service Contracts	\$750.00	51.32	84.71	\$665.29
Services	Contracts	Client Service Providers	\$1,809,500.00	155,146.24	303,878.92	\$1,505,621.08
Services	Contracts	Meetings/Seminars/Conference	\$7,000.00	-	-	\$7,000.00
Services	Contracts	Services Advertising	\$8,840.00	-	-	\$8,840.00
Services	Contracts	Services Database Consulting	\$15,000.00	297.50	467.50	\$14,532.50
Subtotal			\$1,855,090.00	\$155,961.61	\$305,260.92	\$1,549,829.08
Administrative	Other	Professional Development	\$2,000.00	36.00	36.00	\$1,964.00
Administrative	Other	Job advertising	\$500.00	-	4.50	\$495.50
Administrative	Other	New employee screening	\$250.00	-	-	\$250.00
Administrative	Other	Postage/Shipping	\$10,000.00	129.63	627.22	\$9,372.78
Administrative	Other	Rent	\$40,000.00	985.76	1,671.81	\$36,328.19
Administrative	Other	Telephone Service	\$3,500.00	224.78	398.02	\$3,101.98
Administrative	Other	General Business Liability Ins	\$1,000.00	45.98	77.25	\$922.75
Administrative	Other	Insurance - Directors & Officers	\$1,500.00	114.77	192.84	\$1,307.16
Services	Other	Toll Free Referral System	\$2,500.00	76.11	122.08	\$2,377.92
Services	Other	Contract Closeout Cost	\$25,000.00	-	-	\$25,000.00
Subtotal			\$86,250.00	\$1,613.03	\$3,129.72	\$83,120.28
Administrative			\$225,000.00	9,748.87	15,730.90	209,269.10
Services			\$2,025,000.00	\$159,717.67	\$312,239.37	\$1,712,760.63
Total			\$2,250,000.00	\$169,466.54	\$327,970.27	\$1,922,029.73

**Real Alternatives**  
**Actual Administrative Expenses**  
**Indiana: Fiscal Year 2016-17**

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Remaining Cost
Personnel		Nov-16	YTD-Nov 2016	Dec 2017 to Sep-2017
President & CEO	\$55,000.00	\$ 3,165.95	\$ 5,624.88	\$49,375.12
VP of Administration	\$20,000.00	2,140.50	\$ 2,407.86	\$17,592.14
Assistant Director of Finance	\$0.00		\$ -	\$0.00
Senior Accountant	\$6,000.00	769.70	\$ 845.06	\$5,154.94
Junior Accountant	\$0.00		\$ -	\$0.00
Bookkeeper	\$2,000.00	93.06	\$ 102.85	\$1,897.15
Professional Development	\$2,000.00	36.00	\$ 36.00	\$1,964.00
Payroll Taxes	\$5,000.00	256.77	\$ 304.36	\$4,695.64
Workers Compensation Insurance	\$500.00	25.68	\$ 43.15	\$456.85
Pension	\$2,500.00	174.40	\$ 224.06	\$2,275.94
Employee Group Insurance	\$14,000.00	803.75	\$ 1,661.99	\$12,338.01
Job Advertising	\$500.00		\$ 4.50	\$495.50
New Employee Screening	\$250.00		\$ -	\$250.00
<b>Total Personnel</b>	<b>\$ 107,750.00</b>	<b>\$ 7,465.81</b>	<b>\$ 11,254.71</b>	<b>\$ 96,495.29</b>
<b>Operating</b>	<b>Budgeted Dollars</b>			
Accounting/IT/Legal Consulting	\$10,000.00	\$ 143.50	\$ 287.00	\$9,713.00
Postage/Shipping	\$10,000.00	129.63	\$ 627.22	\$9,372.78
Auditing	\$4,000.00	323.05	\$ 542.79	\$3,457.21
Travel/Lodging	\$500.00		\$ -	\$500.00
Rent	\$40,000.00	985.76	\$ 1,671.81	\$38,328.19
Telephone Service	\$3,500.00	224.78	\$ 398.02	\$3,101.98
General Business Liability Insurance	\$1,000.00	45.98	\$ 77.25	\$922.75
Insurance-Directors & Officers	\$1,500.00	114.77	\$ 192.84	\$1,307.16
Office Expense	\$31,000.00	264.27	\$ 594.55	\$30,405.45
Computer Resources	\$15,000.00		\$ -	\$15,000.00
			\$ -	\$0.00
<b>Total Operating</b>	<b>\$ 116,500.00</b>	<b>\$ 2,231.74</b>	<b>\$ 4,391.48</b>	<b>\$ 112,108.52</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>			
Equipment Service Contracts	\$750.00	\$ 51.32	\$ 84.71	\$665.29
<b>Total Administrative Expenses</b>	<b>\$ 225,000.00</b>	<b>\$ 9,748.87</b>	<b>\$ 15,730.90</b>	<b>\$ 209,269.10</b>

**Actual Services Expenses  
Indiana: Fiscal Year 2016-17**

<b>Cost Category Personnel</b>	<b>Budgeted Dollars</b>	<b>Actual Expenses Nov-16</b>	<b>Actual Expenses YTD-Nov 2016</b>	<b>Remaining Cost Dec 2016 - Sept 2017</b>
Vice President of Operations	\$40,000.00	\$ 1,881.00	\$ 3,391.01	\$36,608.99
Indiana Services Director	\$40,000.00		\$ -	\$40,000.00
Services Coordinator	\$10,000.00	340.66	\$ 736.10	\$9,263.90
Billing Coordinator	\$5,000.00	224.64	\$ 252.72	\$4,747.28
Services Assistance	\$7,500.00	551.83	\$ 1,059.55	\$6,440.45
Service Provider Approval	\$2,000.00	42.12	\$ 42.12	\$1,957.88
Service Provider Monitoring	\$3,000.00	-	\$ 48.78	\$2,951.22
Hotline Counselor	\$2,000.00	137.74	\$ 172.17	\$1,827.83
Payroll Taxes	\$9,000.00	123.40	\$ 215.49	\$8,784.51
Workers Compensation Insurance	\$500.00	21.02	\$ 35.31	\$464.69
Pension	\$2,000.00	75.93	\$ 131.33	\$1,868.67
Employee Group Insurance	\$10,000.00	146.83	\$ 637.44	\$9,362.56
<b>Total Personnel</b>	<b>\$ 131,000.00</b>	<b>\$ 3,545.17</b>	<b>\$ 6,722.02</b>	<b>\$ 124,277.98</b>
<b>Operating</b>	<b>Budgeted Dollars</b>			
Client Education Materials	\$11,160.00		\$ 6.00	\$11,154.00
Services Advertising	\$8,840.00		\$ -	\$8,840.00
Meetings/Seminars/Conference	\$7,000.00		\$ -	\$7,000.00
Travel/Lodging To Service Providers	\$10,000.00	216.65	\$ 312.55	\$9,687.45
Srvcs Database Consulting & Dev	\$15,000.00	297.50	\$ 467.50	\$14,532.50
Client Service Providers	\$1,809,500.00	155,146.24	\$ 303,878.92	\$1,505,621.08
Toll-free Referral System	\$2,500.00	76.11	\$ 122.08	\$2,377.92
Contract Closeout Cost	\$25,000.00		\$ -	\$25,000.00
<b>Total Operating</b>	<b>\$ 1,889,000.00</b>	<b>\$ 155,736.50</b>	<b>\$ 304,787.05</b>	<b>\$ 1,584,212.95</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>			
Pregnancy Test Kits	\$5,000.00	\$ 436.00	\$ 730.30	\$4,269.70
<b>Total Services Expenses</b>	<b>\$ 2,025,000.00</b>	<b>\$ 159,717.67</b>	<b>\$ 312,239.37</b>	<b>\$ 1,712,760.63</b>